

Sales Composition

	1997.3	1998.3	1999.3	2000.3	2001.3	2002.3	2003.3	2004.3
	(Millions of yen)	(Millions of yen)	(Millions of yen)	(Millions of yen)	(Millions of yen)	(Millions of yen)	(Millions of yen)	(Millions of yen)
Network Systems	3,969 35.9%	3,323 33.0%	2,854 31.7%	4,179 38.3%	3,378 29.4%	2,257 22.6%	2,127 21.5%	2,012 19.2%
Solution Systems	2,513 22.8%	2,973 29.6%	3,011 33.4%	3,545 32.5%	4,913 42.8%	4,345 43.5%	4,483 45.3%	5,134 48.8%
Customer Services	3,005 27.2%	2,189 21.8%	1,585 17.6%	1,873 17.1%	2,000 17.4%	2,087 20.9%	2,214 22.4%	2,283 21.7%
Others	1,552 14.1%	1,565 15.6%	1,557 17.3%	1,325 12.1%	1,191 10.4%	1,301 13.0%	1,071 10.8%	1,084 10.3%
Total	11,040 100.0%	10,052 100.0%	9,008 100.0%	10,923 100.0%	11,484 100.0%	9,991 100.0%	9,897 100.0%	10,514 100.0%

